

Message Text

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PAGE 01 STOCKH 00821 231557Z
ACTION EUR-12

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R 231514Z FEB 77
FM AMEMBASSY STOCKHOLM
TO USDOC WASHDC
INFO SECSTATE WASHDC 9872

UNCLAS STOCKHOLM 0821

FOR: BIC/OIM:TRAFTON, BEIRING

E.O. 11652: N/A
TAGS: BEXP, SW
SUBJECT: MAY HIGH PERFORMANCE MATERIALS SHOW

REF: USDOC 2810

1. ANCHOR PACKING CO; LOCAL REP VERY RELUCTANT SINCE PRODUCT CONTAINS 50 PERCENT ASBESTOS WHICH IS BANNED HERE. CELANESE PLASTIC; REP IN DENMARK INVITED. CERMOLLOY; LOCAL REP IN ELECTRONIC SHOW (ABEMI). CORNING GLASS; REP CONTACTED, SAYS THAT THEY DO NOT MARKET ANY HPPM PRODUCTS HERE, BUT WILL TRY TO GET MATERIAL/ PRODUCTS FROM CORNING. DAYTON CHEMICALS; LOCAL REP INVITED. EPOXY TECHNOLOGY INC; LOCAL REP (LIF PRODUKTER) ALREADY IN APRIL SHOW. H B FULLER & CO; LOCAL REP INVITED. HUNTINGTON ALLOY PRODUCTS; REP IN BELGIUM INVITED. INDPOL CO; REP IN ENGLAND INVITED. I D CHEMICALS; WE HAVE NOT RECEIVED ANY LEAD/ INFO ABOUT THIS COMPANY. ENGELHARD MINERALS AND CHEMICALS; LOCAL REP INVITED.

2. POST HAS INVITED 55 COMPANIES FOR PARTICIPATION; PROCUREMENT FOLLOW-UP OVER PHONE WILL START ASAP. APPROX 15 MORE COMPANIES COULD BE ADDED TO OUR UNIVERSE. IDENTIFICATION OF PROSPECTS AND PRODUCTS CONTINUES.

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3. PROCUREMENT HAS BEEN COMPLICATED DUE TO IDENTIFICATION PROBLEMS OF COMPANIES AND PRODUCTS. THEME IS QUITE NEW TO LOCAL MARKET. ALL PRODUCTS HAVE TO BE ANALYZED BEFORE PROCUREMENT CAN START.

4. APPROX 200 COMPANIES HAVE BEEN CONTACTED OVER THE PHONE SO FAR IN OUR EFFORTS TO IDENTIFY SCANDINAVIAN FIRMS THAT

REPRESENT APPROPRIATE US FIRMS.

SMITH

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NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Sent Date: 23-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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TAGS: BEXP, SW
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